



Mutual Benefit Life

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Law Division
Office of the General Counsel

January 26, 1994

Mr. George Hampton, V.P.
Urban Planning and Community Relations
65 Bergen Street
8th Floor
University Heights
Newark, NJ 07107-3001

Re: Hispanic Issues Task Force

Dear Mr. Hampton:

It was a pleasure finally making your acquaintance after our previous telephone contacts. It is my hope that you will find the appropriate person to assist you in executing the charge of the above referenced committee. While the areas listed therein appear extensive, they are definitely doable.

In connection with the above, I am enclosing data from a periodical entitled "Hispanic Business" which identifies a sampling of the Hispanic owned businesses in New Jersey and identifies Hispanic business executives. In the list of businesses for example you'll find Perii Systems, an 8(a) company, which is engaged in computer hardware and software integration and also supplies programmers to clients as needed. Also Goya Foods certainly presents the opportunity for both diversifying the university's cafeteria menu and addressing any deficiency with respect to the University's procurement policies. The list of business executives is provided as potential advisory resources to be cultivated by the committee in executing their charge. You may also include me as an advisory resource to the committee. Additional resources in the small business area include the newly appointed Commissioner of Commerce and Economic Development, Mr. Gualberto Medina and the President of the Hispanic Chamber of Commerce, Mr. Daniel Jara.

New Jersey Hispanic Owned Companies:

Modern Sanitation Systems,
Newark, NJ

Janitorial Services

Shifa Services, Inc.
Hackensack, NJ

Janitorial Services
Plan Management

Perii Systems, Inc.
HoHokus, NJ

Systems Engineering/Integ.

Goya Foods
Secaucus, NJ

Food Marketing

Companies with Hispanic Executive/Partners/Directors:

Accounting: Deloitte & Touche

Jorge A. Caballero (Parsippany)
Robert Valdez

Finance Directors: First Fidelity Bank
Lawrenceville, NJ

Gonzalo de las Heras
Juan Rodriguez Inciarte

Service: Western Union New Valley
Newark, New Jersey

Robert Carillo, Pres., Latin American Div.

Insurance: Prudential
Newark, New Jersey

Sandra Cyd, V.P., Human Resources
Jose M. Gener, V.P., Investment Operations
Victor Guerra, V.P., International Personnel
John Rodriguez, V.P., Financial Services

Pharmaceuticals: Schering Plough Corp
Madison, New Jersey

Raul E. Cesan, Pres., SP Laboratories
Rodolfo C. Bryce, Pres., SP International
Aracelia Vila, Vice Pres., Public Affairs

Johnson & Johnson
New Brunswick, New Jersey

Felix Rivera, Vice Pres., Operations

Chemical: American Cyanamid & Co.
Wayne, New Jersey

Donald DeCastro, Pres. Latin American Grp.
Charles A. Ruibal, Grp. Vice Pres., Chemicals
Armando Anido, Vice Pres., Anti-Infective Bus.

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I sincerely wish you every success in this new assignment which in my view will serve to strengthen the University. Please let me know if I can be of any further assistance.

Very truly yours,
MUTUAL BENEFIT LIFE INSURANCE
COMPANY IN REHABILITATION,
SUCCESSOR TO THE MUTUAL BENEFIT
LIFE INSURANCE COMPANY

By:

M. Echevarria
Margarita Echevarria
Counsel

ME/rr

cc: Dr. S. Bergen, President
C. Abalos, A.V.P. Administration and Finance